



2002
Pennsylvania Agency Seminar
Rockin' in the 50's
Handbook

Hershey Lodge and Convention Center
Hershey, Pennsylvania
April 22, 2002

FIRST AMERICAN REMITTANCE SUMMARY

Company	Number of Policies	Number and Percentage of Policies Charged Basic Rate	Number and Percentage of Policies Granted Discount
Mezzo Land Services, LLC	898	766 (85%)	116 (13%)
Express Financial Services, Inc.	1241	1203 (97%)	38 (3%)
First National Insurance Services Company	1472	1329 (90%)	143 (10%)

MEZZO FILE REVIEW SUMMARY

Total Transactional Files Reviewed	Number and Percentage of Transactions Charged the Basic Rate	Number and Percentage of Total Transactional Files Containing Evidence of Prior Title Insurance Policy – Discount Eligible Files	Number and Percentage of Discount Eligible Files Granted Discount
898	766 (85%)	723 (81%)	116 (16%)

				First American Statistical Report 1999-2005					
Year	Type	Category	Total Policies	Percent of Total Policies Discounted	Year	Type	Category	Total Policies	Percent Of Total Policies Discounted
1999	Agency	Basic Rate	42,216	39.84%	2003	Agency	Basic Rate	61,102	46.62%
		Reissue Rate	23,223				Reissue Rate	35,310	
		Refinance Rate	4,735				Refinance Rate	18,063	
	Agency Total		70,174	Agency Total		114,475			
	Direct	Basic Rate	646	33.95%		Direct	Basic Rate	145	48.21%
		Reissue Rate	254				Reissue Rate	88	
		Refinance Rate	78				Refinance Rate	47	
	Direct Total		978	Direct Total		280			
	Combined	Basic Rate	42,862			Combined	Basic Rate	61,247	
		Reissue Rate	23,477				Reissue Rate	35,398	
Refinance Rate		4,813	Refinance Rate		18,110				
1999 Total			71,152	39.76%	2003 Total			114,755	46.63%
2000	Agency	Basic Rate	32,234	29.48%	2004	Agency	Basic Rate	48,413	39.12%
		Reissue Rate	12,133				Reissue Rate	21,032	
		Refinance Rate	1,345				Refinance Rate	10,076	
	Agency Total		45,712	Agency Total		79,521			
	Direct	Basic Rate	454	29.39%		Direct	Basic Rate	918	52.68%
		Reissue Rate	160				Reissue Rate	714	
		Refinance Rate	29				Refinance Rate	308	
	Direct Total		643	Direct Total		1,940			
	Combined	Basic Rate	32,688			Combined	Basic Rate	49,331	
		Reissue Rate	12,293				Reissue Rate	21,746	
Refinance Rate		1,374	Refinance Rate		10,384				
2000 Total			46,355	29.48%	2004 Total			81,461	39.44%
2001	Agency	Basic Rate	27,482	38.82%	2005	Agency	Basic Rate	44,435	40.86%
		Reissue Rate	14,216				Reissue Rate	18,183	
		Refinance Rate	3,224				Refinance Rate	12,515	
	Agency Total		44,922	Agency Total		75,133			
	Direct	Basic Rate	1,320	44.84%		Direct	Basic Rate	2,058	51.42%
		Reissue Rate	844				Reissue Rate	1,562	
		Refinance Rate	229				Refinance Rate	616	
	Direct Total		2,393	Direct Total		4,236			
	Combined	Basic Rate	28,802			Combined	Basic Rate	46,493	
		Reissue Rate	15,060				Reissue Rate	19,745	
Refinance Rate		3,453	Refinance Rate		13,131				
2001 Total			47,315	39.13%	2005 Total			79,369	41.42%
2002	Agency	Basic Rate	38,584	44.27%	1999-2005	Agency	Basic Rate	294,466	41.01%
		Reissue Rate	22,359				Reissue Rate	146,456	
		Refinance Rate	8,291				Refinance Rate	58,249	
	Agency Total		69,234	Agency Total		499,171			
	Direct	Basic Rate	2,477	33.36%		Direct	Basic Rate	8,018	43.48%
		Reissue Rate	909				Reissue Rate	4,531	
		Refinance Rate	331				Refinance Rate	1,638	
	Direct Total		3,717	Direct Total		14,187			
	Combined	Basic Rate	41,061			Combined	Basic Rate	302,484	
		Reissue Rate	23,268				Reissue Rate	150,987	
Refinance Rate		8,622	Refinance Rate		59,887				
2002 Total			72,951	43.71%	Grand Total			513,358	41.08%

Policy Number	Settlement Date	Prior Mortgage Date Based on Underwriting File	Eligible for Refinance Rate?	Eligible for Reliance Rate?	Basic Rate	Appropriate Rate	Wioma Rate?	Overcharge Amount	Document of Evidence of Prior Mortgage		
102079608	8/22/2003	\$86,000.00	\$774.75	3/4/1996	yes	\$697.28	\$1,132.88	\$697.28	yes	\$77.47	Schedule B
101258526	8/15/2003	\$161,500.00	\$1,168.75	4/22/2003	yes	\$841.50	\$1,168.75	\$841.50	yes	\$327.25	Schedule B Underwriter
101274430	8/1/2003	\$127,000.00	\$893.75	none	yes	\$893.75	N/A	\$893.75	no	\$0.00	Notes
102121109	10/10/2003	\$154,000.00	\$1,128.75	3/13/2001	yes	\$812.70	\$1,128.75	\$812.70	yes	\$316.05	Schedule B
101274427	7/25/2003	\$180,000.00	\$1,258.75	1/13/1998	yes	\$1,258.75	no	\$1,258.75	yes	\$125.87	Schedule B
101258475	6/30/2003	\$64,000.00	\$642.75	6/22/2001	yes	\$642.75	no	\$1,332.88	yes	\$179.87	Schedule B Underwriter
101258532	8/19/2003	\$128,000.00	\$988.75	8/5/2002	yes	\$719.10	\$988.75	\$719.10	yes	\$278.65	Schedule B Underwriter
101258536	8/7/2003	\$59,000.00	\$612.75	10/31/2001	yes	\$441.18	no	\$441.18	yes	\$171.57	Notes
101258489	7/14/2003	\$75,000.00	\$708.75	3/29/2001	yes	\$510.30	no	\$510.30	yes	\$188.45	Notes
101258430	6/10/2003	\$359,500.00	\$1,554.30	6/13/2002	yes	\$1,554.30	yes	\$1,554.30	no	\$0.00	Schedule B
102121128	6/13/2003	\$79,500.00	\$738.75	3/9/1998	yes	\$684.08	no	\$684.08	yes	\$73.87	Schedule B
101258515	8/7/2003	\$82,000.00	\$760.75	6/24/1998	yes	\$760.75	no	\$675.68	yes	\$75.07	Schedule B
101258530	8/12/2003	\$209,600.00	\$1,408.75	1/16/2002	yes	\$1,014.30	no	\$1,014.30	yes	\$394.45	Schedule B
102079641	9/19/2003	\$48,500.00	\$680.75	1/19/1998	yes	\$594.08	no	\$594.08	yes	\$68.07	Schedule B
101258487	7/6/2003	\$182,900.00	\$1,273.75	3/25/2002	yes	\$977.10	no	\$977.10	yes	\$358.05	Micro Fee Report Underwriter
101326705	6/12/2003	\$136,000.00	\$1,038.75	1/21/2000	yes	\$747.90	no	\$747.90	yes	\$290.85	Notes
101258501	7/17/2003	\$88,000.00	\$946.75	1/21/2001	yes	\$608.66	no	\$608.66	yes	\$237.09	Schedule B Underwriter
101274421	6/26/2003	\$292,500.00	\$1,823.75	1/29/2002	yes	\$1,313.10	no	\$1,313.10	yes	\$510.65	Notes
101258485	7/14/2003	\$54,600.00	\$598.75	1/11/1999	yes	\$598.75	no	\$529.88	yes	\$58.87	Schedule B
102079635	9/10/2003	\$232,500.00	\$1,373.75	1/9/2002	yes	\$888.10	no	\$888.10	yes	\$394.65	Schedule B
101274440	8/15/2003	\$84,800.00	\$788.75	2/18/1998	yes	\$691.88	no	\$691.88	yes	\$78.87	Schedule B Underwriter
101274438	8/13/2003	\$100,000.00	\$958.75	3/1/1997	yes	\$772.88	no	\$772.88	yes	\$65.87	Notes
101258543	8/25/2003	\$125,000.00	\$883.75	3/10/1998	yes	\$883.75	no	\$885.38	yes	\$68.37	Schedule B
102125203	12/15/2003	\$48,000.00	\$546.75	6/27/1996	yes	\$546.75	no	\$492.08	yes	\$54.67	Schedule B Underwriter
102079632	9/11/2003	\$298,800.00	\$1,703.75	2/7/2002	yes	\$1,228.70	no	\$1,228.70	yes	\$477.05	Schedule B Underwriter
102121161	3/4/2004	\$400,000.00	\$2,358.75	1/15/1988	yes	\$2,358.75	N/A	\$2,358.75	no	\$0.00	Notes
Sub-Totals				10	13		1		23		Total Ineligible for Discount 2
Legend:											
Red:											Overcharged - Charged Basic Rate despite eligibility for discount
Blue:											Correctly charged Basic Rate
White:											Correctly granted discount
Assumption:											Charges are coded by rounding to the nearest applicable rate

pend-

Overcharged - Charged Basic Rate despite eligibility for discount

Correctly charged Basic Rate

Site: Correctly granted discount

assumption: Charges are coded by rounding

to the nearest applicable rate



**Underwriting
Search
Examination
Informational
Text Manual**



First American Title Insurance Company

Underwriting Advisory 1998-05

Pennsylvania

Date: November 16, 1998

To: Pennsylvania Agents and Approved Attorneys

From: Michael J. Fromhold, V.P. / Sr. Regional Counsel

RE: LIMITED SHORT SEARCH AUTHORIZATION – UPDATED PROCEDURES

By Underwriting Advisory 1998-02 dated April 3, 1998, the circumstance and procedures were detailed pursuant to which a limited search may be utilized in conjunction with the issuance of a loan policy. At that time, the circumstance was limited to a "second / junior residential mortgage encumbering the residence of the borrower." It is our intention by this Underwriting Advisory to expand the circumstance by also including "any mortgage in an amount of \$200,000 or less, encumbering the residence of the borrower, with the exception of a purchase money mortgage."

To reiterate, you may continue to shorten the search period necessary to issue commitments - by searching back against the borrower three months before the dated date of the Last Deed of Record - provided the following criteria exists and all our requirements are strictly followed.

1. The title commitment is issued and used only to insure a residential mortgage (which cannot be a purchase money mortgage) and which will encumber the residence of the borrower; and if other than a second / junior mortgage, the mortgage debt cannot exceed \$200,000;
2. The Last Deed of Record into the borrower was arms length and for bona fide consideration;
3. A purchase money mortgage ("PMM") was created of record in favor of an institutional lender at the time the borrower became vested in title.
4. You have some evidence (copy of policy, HUD-1 etc.) that the transaction evidenced by the deed and the PMM was insured; you will need it anyway to provide the reissue rate;
5. Both the title insurance commitment and title policy which are issued must contain the following exception on Schedule B:

"Covenants, conditions, restrictions and easements which may exist on the land."

6. Neither the title commitment or policy can be used in the future for back title purposes.

In all other circumstances, presently existing search procedures must be followed



First American Title Insurance Company

P. O. Box 903, Valley Forge, PA 19482

PENNSYLVANIA SUPPLY REQUISITION

Ordering Office:

Ship To:

POLICIES

QUANTITY	FORM #	DESCRIPTION
	FTPA 100	Eagle Loan/Owner's Schedule A
	FTPA 101	Eagle Loan/Owner's Schedule B
	FTPA 101S	Eagle Loan Schedule B-II
	1056-EL	Eagle-M Loan Policy
	1341-EO	Eagle-M Owner's Policy (includes Owner's Information Sheet and Table of Contents)
	FTPA 97	Loan/Owner's Schedule A
	FTPA 98	Loan/Owner's Schedule B
	FTPA 98S	Loan Schedule B-II
	PA 13	Owner's Jacket (10/17/92)
	PA 26	Loan Jacket (10/17/92)
	PA 27-1	Short Form Loan (10/17/92)
	PA 27-2	Addendum-Short Form (10/92)

COMMITMENTS

[illegible]

ENDORSEMENTS

QUANTITY	FORM #	DESCRIPTION
	FTPA 9	TIRBOP PA 100-Restriction
	FTPA 10	TIRBOP PA 300-Survey
	FTPA 11	TIRBOP PA 1070-General
	FTPA 40	TIRBOP PA 400-Man. Housing
	FTPA 41	TIRBOP PA 1000-Mand. Adv.
	FTPA 42	FA-DEV-PA 1001.1 Reverse
	FTPA 43	TIRBOP PA 1030-ALTA 9
	FTPA 90	TIRBOP PA 1020-Balloon
	FTPA 91	TIRBOP PA 710-Variable Rate
	FTPA 93	TIRBOP PA 710-6.2-Neg. Amort.
	FTPA 94	TIRBOP PA 810-Condominium
	FTPA 95	TIRBOP PA 820-PUD
	FTPA 96	TIRBOP PA 1010-Revolving
	FTPA 99	TIRBOP PA 900-Environmental
	FTPA 102	TIRBOP PA 1080-Residential Mtg.

SETTLEMENTS/AFFIDAVITS/MISCELLANEOUS

QUANTITY	FORM #	DESCRIPTION
	FTP A 2	Application for Title Insurance
	FTP A 3	HUD-1 Settlement Statement
	FTP A 6	Purchaser's Affidavit
	FTP A 7	Owner's Affidavit
	FTP A 8	App. Atty. Certificate Title
	FTP A 24	Hold Harmless and Indemnity
	FTP A 25	Escrow Agreement
	FTP A 26	Over Limits Authorization
	FTP A 77	Remittance Sheet
	FTP A 78	Special Charges Report
		Gap Indemnity
		Rate Cards
		Closing Service Letter
		Waiver of Eagle Policy
		Pennsylvania Manual of Rates

Comments:



First American Title Insurance Company

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x109 e-mail: mfrederick@firstam.com

From the desk of
Michael F. Frederick, Jr.
Regional Vice President

MEMORANDUM

DATE: August 28, 1998
TO: All Pennsylvania Agents
SUBJECT: Policy Issuance and Remittance

The purpose of this memo is to reiterate First American's policy with regard to policy remittance.

As soon as the title premium is received, the appropriate policy jackets are to be placed in the file. (In order to avoid confusion, a policy log should be used to track to which file the jackets have been assigned.) For reporting purposes, the policies are then considered issued and are to be included in the next monthly remittance. The actual copies of the policies shall be delivered within a month after typing.

Remember, the "Special Charges Report" for these files is to accompany the remittance. If none of the charges on the "Special Charges Report" apply, the report is to be submitted indicating "None".

Please direct any questions you may have to your servicing office.

Thank you.

Cc: James T. Stinelli
David E. Carlino
Warren R. Strouse

• Please insert this memo in the Memos Section of your Agency Manual •

APP-00137



First American Title Insurance Company
500 N. Gulph Road · P.O. Box 903 · Valley Forge, PA 19482

INTER-OFFICE COMMUNICATION

DATE: August 21, 1996
FROM: Warren R. Strouse, V.P. *WRS*
TO: All Pennsylvania Agents
SUBJECT: Completion of HUD-1 Settlement Sheet

This memo is issued as a reminder that extreme care should be taken when completing the HUD-1 Settlement Sheet. As many of you know we are currently involved in a Market Conduct Examination which is being conducted by the Market Conduct Division of the Insurance Department and it has been our experience that the Department has a zero tolerance attitude for such errors.

It should also be noted that when insuring your own personal real estate transaction you must show the entire amount of premium as taken from our Rate Manual in the appropriate location on the HUD sheet.

Care taken at the settlement table in this regard should serve to eliminate difficulties at the time of future audits by the Insurance Department.

APP-00138